

**TALKING POINTS**

**JAMAICA**

**PRIVATE PARTNERSHIPS  
& IMED**

**Basic Education and Policy Support (BEPS) Activity  
Contract No. HNE-I-00-00-00038-00**

## Private Partnerships

**Private partnerships to support CETT.** The Centers of Excellence for Teacher Training initiative was announced as a public-private partnership. The U.S. government pledged to commit \$20 million to the initiative with additional funding to come from the private sector in the United States and the Latin America and Caribbean region. Based on initial fundraising efforts, USAID has received numerous expressions of interest from the private sector to support the CETT program. Several private corporations have agreed to be initial founding partners with USAID in launching the program as well as to serve on a **Business Executive Committee** that will provide strategic guidance to the overall, hemisphere-wide fundraising and partnerships development effort.

**Private Voluntary Organization to manage fundraising and provide expertise to the three Centers.** To engage in fundraising over the five-year period of USAID funding for the initiative and to manage and distribute the funds and in-kind contributions received from the private sector, USAID competitively awarded a Cooperative Agreement to **INMED**, a U.S. private voluntary organization (PVO) to establish a CETT Partnerships program. In addition to fundraising and managing the contributions, the CETT Partnerships program will be responsible for providing technical assistance and training in fundraising and sustainability to the three sub-regional Centers. The award was made in September 2002.

### **Corporate and CETT institutional networks will develop long-term partnerships.**

The intent is to develop long-term partnerships with the private sector in the U.S., Latin America and the Caribbean to support the Centers after U.S. government funding ends. The CETT Partnerships program will coordinate and assist with the establishment of the **Business Executive Committee** that will provide high-level strategic counsel to guide hemisphere-wide fundraising and partnerships development efforts. To the extent that the CETT Partnerships program in collaboration with the CETT implementing institutions determine that additional business advisory bodies are needed to support the formation of partnerships at the sub-regional or country level, INMED will assist the CETT implementing institutions to develop strategic membership criteria and sub-region specific fundraising strategies.

### **Private sector participation may include:**

- Provide fundraising counsel and support
- Provide financial and material support to the Centers of Excellence
- Attend meetings on the CETT program
- Receive regular financial and program reports from the CETT Partnerships Program
- Attend Center launchings and other milestone events
- Receive publicity for supporting the Centers – company logos in promotional material on the program and on the Centers’ web sites
- Participate in program evaluations/assessments

## INMED

Founded in 1986, INMED is a U.S. private voluntary organization (PVO) committed to strengthening disadvantaged communities by developing and supporting public-private partnerships that bring about sustainable advances in health, education, and agriculture.

INMED has a proven track record in corporate, foundation and governmental fundraising as well as program management. INMED has successfully developed coalitions involving governmental agencies (including USAID), local and multinational private voluntary organizations, universities, foundations, and businesses to identify common goals and produce results. For example, INMED's work in Brazil applies this approach and is currently establishing public school health programs already involving 10,000 teachers, 350,000 children, and more than 40 businesses throughout the country. This and similar child health education programs have been funded almost entirely through approximately \$20 million in private sector contributions. In the Caribbean, INMED is organizing the launch of a public-private sector partnership for improving the health and education of children based on an initial \$10 million investment from regional and local businesses. Over the past ten years, INMED has also raised and effectively distributed \$20 million worth of in-kind private sector contributions. They have well established networks and systems for distributing and tracking in-kind donations and, as a 501(c) (3) nonprofit, INMED offers the ability to provide certification of tax-deductible contributions to U.S. entities.

INMED was recently selected by USAID to implement "The Millennium Alliance for Social Investment" program. The vision of this program is the development of alliances linking non-governmental organizations and the private sector to address development issues on a worldwide basis. The goal is the creation of a new approach to development, one where leadership and resources come from both the public and private sectors.

INMED has assembled a dynamic team to coordinate the CETT Private Partnerships program. Bill Walsh, Program Director for CETT Partnerships, has successfully mobilized private sector resources -human and financial- to achieve development objectives, and enlisted the support of top government leaders. He's generated some \$800 million in revenue over 9 years as the CEO for Project Hope programs, at least \$200 million of which were public-private collaborations that included USAID participation. Jon Jeclacic, Fundraising Advisor for CETT Partnerships and formerly DHL Vice-President for Customer Service has demonstrated abilities in organizational development, networking, strategic sales and marketing development, training, sustainable programming, and service delivery.